

Pre-Proposal Conference Questions

Company 1:

1. The draft contained a sample problem. The final RFP doesn't appear to have a sample problem. Will a sample problem be provided?

Response - Sample problem has been eliminated in this amendment.

2. Is ISO 9000 certification or compliancy required relative to our internal management of task orders?

Response – ISO certification is not required.

3. It is a bit confusing as to when, specifically, certain deliverables will be due. The attached matrix highlights the areas that are not clarified by the DIDs. Please provide clarification and or correction if we have misunderstood the due date of a deliverable.

Response – the document submittal schedule for the individual task orders will vary depending on the task order requirements and complexity. These dates will be clearly conveyed in the task order scope of work.

Deliverable	Basic Contract Proposal	Basic Contract Award	T.O. RFP Release	T.O. Proposal Submission	T.O. Award	Work Start
Generic Safety and Health Plan		30 days after				
Abbreviated Accident Prevention Plan (AAPP)			3 days prior to a site visit			
Accident Prevention Plan (APP)						14 calendar days after
Generic Quality Assurance & Surveillance/Quality Control Plan (QCP)		30 days after		?		
Site Specific QCP				?		
Facilities Operations & Maintenance Concept Plan (FOMCP)				?		
Facilities Operations & Maintenance Plan (FOMP)				?	?	
Commissioning Plan				?	?	
Progress Reporting						Weekly and Monthly after
Minor Work Plan				?	?	?
Yellow highlights indicate submission requirements that are unclear						

4. References: Section B 8. b, Section L pages 154 and 155, Section J page 116, Attachments 1 and 2(a)

Discussion: The Wage Rate Calculation Sheet for Professional, Administrative and OCONUS Positions is referred to as ‘Attachment 1’ and as ‘Attachment 2(a)’ throughout various sections/paragraphs of the RFP as shown in the table below. We believe the appropriate reference is Attachment 2(a) rather than Attachment 1 (Attachment 1 is the Loaded Wage Rate Summary for Professional, Administrative and OCONUS Positions.)

	Attachment 1	Attachment 2(a)
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Section B.8.b.		X
Section J page 116		X
Section L.7.2.(d)	Reference is missing	
Section L.8.0 (b)	X	
Section L page 155	X	

Question 1: Will the Government please correct the references to the Wage Rate Calculations for Professional, Administrative and OCOUS Positions to read Attachment 2(a)?

Response – this has been corrected in the amendment.

5. Reference: Section L.8.a.

Discussion: The Government discusses the Loaded Wage Rate Summary and what appears to be the Wage Rate Calculation Sheet by classifying both items as Attachment 1, Loaded Wage Rate Schedule for Professional and OCONUS Employees. It is written as though Attachment 1 includes both a summary and a schedule. However, the attachments in Section J identify Attachment 1 as the Loaded Wage Rate Summary for Professional, Administrative and OCONUS Positions and Attachment 2(a) as the Wage Rate Calculation Sheet for Professional, Administrative and OCONUS Positions.

Question 2: Please revise the referenced paragraph to reflect the appropriate Attachments. Specifically, we believe that the second to the last sentence should read, “The offeror shall transfer the final loaded labor rates from Attachment 2(a) to the Loaded Wage Rate Summary (Attachment 1) for all zones proposed.”

Response – this has been corrected in the amendment.

6. Reference: Section L 7.2 d., Wage Rate Calculations for Professional, Administrative, and OCONUS positions.

Discussion: The last sentence states, “A separate calculation chart should be shown for overtime rates for Professional, Administrative, and OCONUS positions.”, yet Attachment 2(a) does not include a “Wage Rate Calculation Sheet – Overtime (OT) Rate” like has been included in Attachments 2(b), 2(c), and 2(d) covering SCA, DBA, and CBA positions.

Question 3: Will the Government provide the worksheet with Attachment 2(a) as it has for Attachments 2(b), 2(c), and 2(d)?

Response – this apparent inconsistency has been corrected in the amendment.

7. Reference: Section M 2.6.1 (page 159), Section B.13. and Section L.7.8.2

Discussion: Within section M the Government lists five “fill-in” pricing elements it will evaluate for fairness, reasonableness and price realism. There are not any “fill-in” forms included as attachments in Section J for two of these listed items. The missing “fill-ins” are Handling Charges and Number of Man-hours per full-time employee per year. However, Section B.13 instructs the offeror to insert Subcontractor Handling Charges and Material Handling Charges in Section J, Attachment 1. Further, in Section L.7.8.2 the Government instructs the offeror to indicate the number of annual man-hours that constitute a full-time employee.

Question(s) 4:

4 (a) Since Attachment 1 lists loaded wage rates only, we believe that this reference may be erroneous. Where should the offeror include its handling charges?

Response – handling charges should be included at the bottom of attachment 1.

4 (b) Since there is not an attachment provided (nor a “fill-in”) to show the number of annual man-hours that constitutes a full-time employee, will the Government permit the offeror to show this data in its own format?

Response – the offeror can present this data in a format which clearly conveys the requested information.

8. Reference: Section J pages 3(a) – 1, 2, 3, 5, and 6 and Section L.8.b.

Discussion: On page 3(a) – 1 of Section J (Instructions for Cost Proposal), the Government states that the offeror’s formula and table (referencing attachments 2(a) and 2(b)) for the base year and all option years for Zone 1 should be provided. It further states that the offeror’s formula and completed table for the base year and all option years for Zone 1 should be submitted as part of the Cost Proposal. Section L.8.b states that Attachment 2 formulas shall be submitted for Zone 1, Zone 2, or both.

Question(s) 5:

5 (a). Please confirm that Attachment 3(a), Cost Proposal, is to be submitted for Zone 1 only. If so, why does Attachment 3(a) include zones 2 and 3?

Response – this apparent inconsistency has been corrected in the amendment.

5 (b). Please clarify whether Attachments 2(a) and 2(b) should be completed for Zone 1 only as indicated in Section J page 3(a) – 1, paragraphs 2.1 and 2.2 or if Attachments 2(a) and 2(b) should be completed for Zone 1, Zone 2, or both as indicated in Section L.8.b.

Response – this apparent inconsistency has been corrected in the amendment.

9. Reference: Section L.7.2 (d) and Section L.8.(b)

Discussion: Section L.7.2. (d), page 151 states that the Loaded Wage Rate Summary (Attachment 1) shall be completed for all zones in which the offeror is proposing. However, section L.8.(b) on page 154 states that Attachment 2 formulas shall be submitted for Zone 1, Zone 2, or both. Attachment 2(a) shows the formula used to develop the loaded wage rates that will be transferred to Attachment 1, so the zones represented should be consistent across both attachments.

Question 6: Will the Government please clarify which zones both attachments should cover (Attachment 1, Loaded Wage Rate Summary and Attachment 2(a)?

Response – this apparent inconsistency has been corrected in the amendment.

10. Reference: Attachments 1 and 2(a) and Section L.7.2 (d) and Section L.8.(a)

Discussion: Attachment 1, Loaded Wage Rate Summary for Professional, Administrative, and OCONUS Positions includes labor classifications that may fall under the SCA, although Sections L.7.2 (d) and L.8.(a) specifically state that the positions shown on the Loaded Wage Rate Summary do not fall under the SCA, DBA, or CBA. Examples of such positions are Secretary I, CADD Operator, Engineering Technician I, and General Clerk. If the offeror classifies any of these labor categories as non-exempt, the offeror is locked into providing a fixed wage rate based upon the Alabama SCA Wage Determination, which contradicts the intent to provide only fixed formulas for SCA positions under this solicitation.

Question 7: Will the Government permit the offeror to move any of the positions listed on Attachments 1 and 2(a) it classifies as non-exempt, to Attachment 2(b)? It would more accurately reflect the offeror's approach and ensure the integrity of the intent to provide fixed loaded labor rates for exempt positions and fixed formulas only for non-exempt positions.

Response – these positions were identified under the professional, Administrative, and Oconus table as positions that would be provided by the corporate office for program support. If these positions are required at the on-site medical facility, they would be governed by the SCA, DBA, or CBA wage determination for that site. The offeror should fill-in the attachments as required by the solicitation.

11. Reference: Section J 3(a) – 1 paragraph 1.1

Discussion: Attachment 3(a) includes estimated labor hours for various labor categories. Some labor categories show no labor hours. Section J 3 (a) – 1 instructs the offeror to complete the Cost Proposal form by entering the appropriate wage rates for the Base Year and for all Option Year for those labor categories for which estimated hours have been entered. Such instructions points to excluding certain listed labor categories from the cost proposal.

Question 8: Is it the Government's intent to exclude labor categories without estimated labor hours from the cost proposal? If not, how should the offeror complete the cost proposal without estimated labor hours for those positions?

Response – this apparent inconsistency has been corrected in the amendment.

12. Reference: Section J, Pages 3(a)-1 Instructions for Cost Proposal, 3(a)-2 Wage Rate Calculation Sheet – Normal Rate for SCA Positions, and Section J Page 2(b)-3 Wage Rate Calculation Sheet – Normal Rate for SCA Positions

Discussion: Forms 3(a)-2 and 2(b)-3 are nearly identical. The only difference is that the Min Wage Rate, Health & Welfare, and Total Loaded Wage Rate columns are shaded on 2(b)-3 and not shaded on 3(a)-2. The instructions for the Cost Proposal refer to Wage Rate Calculation Sheet – Normal Loaded Rate for SCA Positions as Attachment 2(b) rather than as 3(a).

Question 9: Will the Government please explain how the offeror is to complete Attachment 3(a)-2 and what its purpose is? Does the Government require 2(b)-3 be completed and also 3(b)-2? If so, please provide instruction.

Response: Attachment 2(b)-3, Wage Rate Calculation Sheet – Normal Rate, Service Contract Act Positions has shaded areas in the Base Wage Rate, Health & Welfare, and Total Loaded Wage Rate because these columns are not to be filled in by the offeror at this time. This form is for the offeror to fill in its "fixed

formula” for SCA Wage Rates that will be used with the basic task order. When the government has a need to award a task order, the offeror will be issued a Request for Proposal, a Service Contract Act Wage Determination, and a Scope of Work, and the contractor will be asked to complete the shaded areas of its formula at that time utilizing the SCA Wage Rate provided. Attachment 3(a)-2 is the same form as 2(b)-3, but it is to be utilized with the preparation of the Cost Proposal. The Base Wage Rate, Health & Welfare, and Total Loaded Wage Rate are not shaded in this form because the offeror is to complete these blocks at the time of this proposal submission, utilizing the Service Contract Act Wage Determination provided at Attachment 4.

13. Reference: Pre-Solicitation Conference questions November 5, 2005 Page 10 and 11.

Discussion: The response to question 4 on page 11 states that the information the offeror includes in the formula will not be utilized in proposal evaluation, yet the response to the last question on page 10 states that the formulas will be evaluated for both reasonableness and realism. Stating that the formula will be evaluated but the information in the formula will not be evaluated, is a little confusing.

Question 10: Will the Government please explain / elaborate on how specifically, the formulas and information contained within the formulas will be evaluated?

Response - the question basically seeks an extensive summary of the price evaluation process, which is not feasible in the forum of pre-proposal questions and answers. We can promise, however, that we will abide by the solicitation instructions on price evaluation. We can further say that the instructions in the RFP (not the pre-solicitation conference draft RFP), will be controlling on the price evaluation.

14. Reference: Section J, Attachments 2(c)

Discussion: Different trades within a single DBA Determination get different benefits/paid non-productive hours.

An offeror may not be aware of some types of benefits until a exposed to a Wage Rate Determination for that area and therefore, the formula previously submitted would not cover all costs

Question 11. Can the Government modify this criterion?

Response – we were not aware that benefits could vary within a single DBA determination. The offeror should complete the attachments as requested in the solicitation. If benefits vary within an issued DBA, adjustments will be made during the task order award process.

15. Reference: Section J, Attachments 2(d)

Discussion: Different laborers (trades and white collar personnel) within a single CBA may get different benefits/paid non-productive hours. An offeror may not be aware of some types of benefits until a exposed to the CBA in place for that area and therefore, the formula previously submitted would not cover all costs.

Question 12: Can the Government modify this criterion?

Response – we were not aware that benefits could vary within a single CBA determination. The offeror should complete the attachments as requested in the solicitation. If benefits vary within an issued CBA, adjustments will be made during the task order award process.

16. Reference: Section J, page 3(a))-1, paragraph 1

Discussion: In the referenced paragraph the Government states, “the offeror shall submit a cost proposal by completing Cost Proposal form Attachment 3(b)”. This attachment covers both Restricted and Unrestricted awards. An offeror might only be competing as a Restricted Awardee or as an Unrestricted Awardee.

Question 13: Will the Government please reword the referenced paragraph to be clear on which pages of Attachment 3(a) offerors are to complete relative to which areas they are competing under.

Response: Yes, this paragraph has been revised.

17. Reference: Section I, Page 155 of 160

Discussion: The third item listed on page 155 is shown as “Attachment 1, Loaded wage Rate Formula Calculation Sheets...”.

Question 14: Did the Government mean to say, “Attachment 2, Loaded Wage Rate Formula Calculation Sheets...”?

Response: Yes, this Chart has been revised to reflect the updated headings of each attachment.

18. Question 15: What is the actual start date of the base year (1 Apr 04, 1 Oct 04 or other?) **Response – the**

actual contract start date cannot be provided at this time. The government hopes to have these contracts awarded in the June/July 2004 timeframe.

Company 2

19. Do you require the forms to be as is or on company letterhead?

Response – we prefer the forms to be submitted as is. Adding letterhead is not a problem, but changing the format could cause difficulties that should be avoided.

Company 3

20. Reference paragraph B. 14. “For these “team members,” the prime contractor shall not apply any additional charges (i.e., handling charge, profit, etc.) to their labor on individual task order proposals, service orders, and invoices.” However, Attachment 1 identifies a “subcontractor handling charge” at the bottom of the page. Please clarify the application of the “subcontractor handling charge” to include when and where it is applied.

Response – when a subcontractor is identified as a “team member,” the prime contractor shall not apply any additional charges. When a subcontractor is required under award of a task order and has not been identified as a “team member,” a subcontractor handling charge can be allowed under the task order.

21. Reference Section C paragraph 2.1.4 Work Certification. Small businesses involved in facility operation and maintenance do not normally maintain a professional staff and specialized work certification is often (depending upon the nature of the requirement) subcontracted to specialized firms. For this proposal, does the government require a small business to identify in its proposal each potential subcontractor (team member) who may perform work certification? Please clarify.

Response – every potential subcontractor should not be identified. The offeror should identify significant subcontractors as defined in Section L.

22. Reference Section H, 52.231-4202. Uniforms are normally considered a direct cost under an operation and maintenance contract. Please clarify if uniforms will be considered a direct cost. **Response – normally, uniforms are submitted as a direct cost element in the task order proposal. The RFP has been amended to so state.**

23. Reference Section H. 52-242-4016 Key Personnel. This clause identifies a Program Manager, Facility Maintenance Manager, Contract Administrator and Project Manager as “Key Personnel.” In a small business, there are typically not as many levels of management as the government envisions by this paragraph. Depending upon the type and size of the job, program and project management may be the same person or a facility maintenance manager may also be the project manager on a job. Moreover, it is difficult to assign a Project Manager or Facility Maintenance Manager as a key person for this proposal since we do not know the type of work to be performed, its location, the timing of the work or any other aspect of the requirement. Please elaborate further on the requirement for key personnel. For example, do you expect a proposed resume for each of the labor categories identified in paragraph a. of the key personnel clause? Are multiple resumes required for the labor categories?

Response - Offerors must identify key personnel as required in Sections H and L. Resumes are solicited only for those persons that will occupy key personnel positions. It can be acceptable to combine the functions of more than one key person in the same person, provided that the offeror establishes in the proposal that such a person is capable, qualified and available to perform the functions of both positions.

24. Reference Section H. 52.242-4614 Method of Ordering, paragraph b. “For the duration of the contract, the contractor shall maintain the capability to perform the orders issued hereunder on a short reaction basis, which is defined as being able to meet a one (1) workday response time, from the time of receiving the order until performance commences.” Commencing O&M performance at a major facility within one day could be a bit of a challenge. Could the government explain the intent of this sentence.

Response – this has been revised in the amendment to be a five-day period. The RFP has been amended to so state.

25. Reference Section H Job Descriptions. Are the job descriptions the minimum mandatory requirements for each category? Please clarify.

Response - the job descriptions in Section H are not stated as minimum mandatory requirements. The only mandatory elements for the job descriptions in Section H are (1) registered professionals shall be available to perform and certify applicable work , and (2) the contractor shall ensure that personnel are properly qualified and certified to perform work that requires certification. Note that the qualification standards for Service Contract Act wage personnel are covered in the appropriate wage determination.

26. Reference Section H Job Descriptions. We note the Section H Job Descriptions correspond roughly to the list of labor categories in the Professional and Administrative wage rate summaries (Attachment 1). However, some of the labor categories listed in the job descriptions are not identified in the summary, and some labor categories listed in the job descriptions and in the summary are considered hourly (non-exempt) either by a direct correlation to a SCA labor category or through conformance. Please clarify how hourly (non-exempt) wages should be treated on what appears to be a professional/administrative (exempt) pricing sheet?

Response – these positions were identified under the professional, Administrative, and Oconus table as positions that would be provided by the corporate office for program support. If these positions are required at the on-site medical facility, they would be governed by the SCA, DBA, or CBA wage determination for that site.

27. Reference Section H Job Descriptions. The job descriptions for project manager, facility maintenance manager I and II and others may be overstated in the areas of education requirements and years of experience. Is each offeror required to propose personnel who meet the job description requirements? Please clarify.

Response – The education and years of experience for the covered personnel are not stated as “requirements.” The operative language is that the persons “should” have the noted education and years of experience. An offer will not necessarily be unacceptable if the offeror proposes persons with less than the requested education and experience, although the offeror will likely receive lesser evaluation credit. We have reviewed all educational and experience credentials for the personnel in Section H, and conclude that the qualifications are not overstated, but reflect the government’s actual needs.

28. Reference Section L, paragraph 2.2. Reference paragraph requires one original and five copies of all volumes. SF 33 requires one original and seven copies. Which is correct?

Response – this conflict has been corrected in the amendment. Seven copies will be required.

29. Reference Section L, paragraph 2.4.1. Considering the proposal requirements for the Technical and Management volumes, 26 pages are insufficient. The technical volume requires the offeror to address its past experience, corporate experience, and technical approach to ten major areas. The page limitation will allow only a superficial discussion of each technical area. The management volume requires a discussion of seven major areas, key personnel resumes, and a discussion of cost control experience which can not be properly presented in 26 pages. Request the page limitation for both volumes be increased to 100 pages each.

Response – the page count has been revised in the solicitation amendment.

30. Reference Section L, paragraph 3.2 a. (1). “Federal Government contracts are of primary interest, but contracts with state and local governments and commercial contracts may be included if there are not at least five (5) relevant Federal Government contracts listed for the offeror and three (3) for significant subcontractors.” Although not stated in Section M, the sentence appears to limit eligibility for contract award to offerors able to demonstrate 5 medical facility O&M contracts. Is this interpretation correct? Please clarify.

Response: This paragraph has been revised in the amendment.

31. Reference Section L, paragraph 5.4. “Since the emphasis of this acquisition is for operation and maintenance of medical facilities, non-medical projects should not be included.” While medical facilities are somewhat unique, they are not so unique as to dismiss non-medical O&M project experience and past performance when it is gained in a facility with many of the same characteristics and equipment as a medical facility. We request that the government evaluate all relevant experience and past performance.

Response – this has been clarified in the amendment, but the primary focus will remain on medical facilities.

32. Reference General. The solicitation emphasis, with respect to small business, appears to encourage teaming whereby a small business prime with team members may be called upon to perform any aspect of the scope of work. That is, be capable of responding to any requirement that may surface through teaming. However, there are many statement of work requirements that are routinely subcontracted by a prime when the service is needed and the provider need not be a member of the team. Medical gas certification is an example. There are many firms that perform medical gas certification and when that service is required, a prime solicits quotations for the service and awards a PO for the work. It is not necessary for the gas certifier to be a member of the team. In fact, it may be more cost effective if the provider is not a team member.

Response – the prime may subcontract out work, even if the sub is not a formal member of the “team,” consistent with the contract requirements. See, e.g., FAR 52.219-14 (limitations on subcontracting). Many services might be provided by subcontractors who will not be full time team members, such as (potentially) the provider of medgas services).

33. However, based on the instructions provided in the RFP, it is difficult to understand what the Corps is looking for from a small business offeror in terms of team requirement and make up and how team member (subcontractor) pricing should be handled. Is it the desire of the Corps for small business to form large teams or should a small firm concentrate on what does best and propose subcontractor cost as other direct cost when the task order proposal is requested. Please clarify and elaborate on your requirements.

Response – the small business offeror should propose their services by whatever team or partnership or prime/sub relationships that offer the best value to the government, aid the offeror in meeting the requirements of this solicitation, and paint their company in the most favorable light.

Company 4

34. Under the rules of engagement for the 803 competition, will the 8(a) contractors only compete with each other or will they compete with the entire group?

Response – the 803 competitions will be conducted among the restricted awardees as a competitive group and the nonrestricted awardees as a separate competitive group. 8(a) concerns are restricted awardees, unless an 8(a) firm wins an unrestricted award. A restricted awardee could compete with unrestricted awardees where only one restricted awardee has graduated to a higher facility size range. See Section B, para. 12.

Company 5

35. It was mentioned at the Pre-Proposal conference, the possibility of due date being extended. Do you anticipate an extension to proposal due date?

Response – the due date has been extended as identified in the amendment.

Company 6

36. Where do we find the square footage and how is it determined.

Response - The current program (which is subject to change at any time) for O&M services is made up of 27 sites. There are 15 sites with square footage of less than 200,000 SF, 5 sites in the 200,000 SF to 300,000 SF range, and 7 sites over 300,000 SF. Out of the 27 sites, 41% (11 sites) are currently held by small business. The actual task order square footage will be included in the scope of work and is determined from the real property records of that installation. You are not being asked to propose on any square footage at this time; however, when the government has a requirement to award a task order, you will be provided a Scope of Work which will contain the square footage of the area.

37. What percentage of work must be done prior to subcontracting out?

Response: The RFP contains one clause for a percentage limitation on subcontracting, FAR 52.219-14 (Section I, p. 101), which applies to the contract as a whole).

38. Hub zone subcontracting billing – when hub zone certifies and looks at experience they have expanded. How long is the certification good for? If you exceed 35 percent mark is it over and can we really consider as hub zone?

Response: HUB Zone eligibility for subcontract award will be based on applicable regulations.

Company 7

39. Page 7 of 160, para. 14 Teaming: What if a team member proposes as a subcontractor with an unrestricted offeror and then also as a prime and the prime under the unrestricted bids as a sub, then both will have different rates for the same effort.

Response: Each offer will be reviewed on its own merits; a company is not bound to the same rates when it proposes on different offers.

40. Section L – Hours of work OCONUS: Are the hours in a workweek OCONUS 48 vs. 40 in USA?

Response: Work week hours are the same OCONUS and CONUS.

41. Uncompensated overtime – Section L: How will uncompensated overtime be handled?

Response: Government policy is that uncompensated overtime is not encouraged. See FAR 37.115-2(a). However, since the conditions of FAR 37.115-2(b) are not present, no provision exists in the RFP for the offeror to identify uncompensated overtime in the price proposal.

Company 8

42. Comment: Field visits suggest that at least one MedCom Contract/Acquisition office “knows” OMEE “type” work goes thru Army Acquisition Agency. Recommend that the Civil HQs advise CG of Med Com. Troops need briefing.

Response – Medcom officials are aware of the OMEE program and of this solicitation.

43. Hospital experience = hospital experience. At least ALL Federal hospital experience must count.

Response – O&M experience for all relevant medical facilities will receive appropriate credit in the evaluation process.

44. Why can't a contractor “winner” of a contract – keep now site work the firm finds and brings to OMEE contract. To allow others to bid limits contractor's motivation to SELL OMEE.

Response – we understand your concern, but we are required to comply with section 803 requirements and exceptions.

45. Not How but Who will be source of Task Order Selection Team members? HSU, Hospital Civil/Staff, Other?

Response – the evaluation team for task order proposals will be comprised of representatives from project management, contracting, and technical organizations. Customer representatives may be invited to participate.

46. CRITICAL Suggestion: Consider a Region II allocation of a contract to Native Alaskan Corp. (NACs) Rationale: They live in Alaska. OMEE work in Alaskan environment is unique to region. Can we/you/US Govt mod the solicitation and add a NAC set-a-side?

Response – the OMEE program currently has no customers in Alaska. No basis exists for a set aside to a NAC at this time.

Questions received at Pre-Proposal Conference

47. In section H, the Contract Administrator is defined as “providing assistance to the on-site contract manager.” However, the position of “on site contract manager” is not defined. Is it the same as “project manager” or the “facility maintenance manager”? Please clarify definition.

Response – section H has been revised to clarify this inconsistency.

48. Section H, clause 52.242-4636, defines a consultant simply as a “a firm, or a person, who is hired specifically for a task order.” How then does a consultant differ from any subcontractor or company employee hired for a single task order? If the entity is hired for two task orders, does the definition apply? Please clarify definition as it affects the definition of subcontractor.

Response: This clause has been deleted.

49. While this is an indefinite quantity contract, it is also stated that T&M orders will be converted to FFP as soon as practical (Section B paragraph 2). However, Section I, clause 52.244-2 gives various permission requirements for using subcontractors, some of which do not apply to fixed price contracts (e.g., subparagraph c). Will the use of a

fixed price delivery order equate to the fixed price conditions for subcontractors? Please clarify requirement.

Response – consent for subcontracting under FAR 52.244-2(c), (d) & (e) will be rare; there will likely be no delivery orders or modifications that will be “unpriced” as defined in para. (c) of the clause. Most of the time, the subcontractor effort can be clearly definitized and priced as FFP (ie go replace broken pump). If conditions arise that require subcontract support and the effort cannot be clearly definitized (ie correct air changes in OR), an award may be made as T&M until enough effort is expended to allow this effort to be converted to FFP through the negotiation process.

50. Section L, clause 52.215-20 requires the offeror to “submit cost or pricing data and supporting attachment in accordance with Table 15-2 of FAR 15.408.” It would appear that this table has requirements that are not included in Section L, paragraph 7.0, Volume V: pricing Proposal. For example, Table 15-2 requires information about cost accounting standards, the use of government property, details about contingencies, and other items of information that are not listed among the contents of Volume V. Please clarify requirements.

Response – the Certificate of Current Cost or Pricing Data will not be required in conjunction with the competitive award of the basic contracts or competitive award of a task order. See FAR 15.403-1 (prohibitions on obtaining cost or pricing data).

51. Section L, clause 52.215-20 states “As soon as practicable after agreement on price, but before contract award ... the offeror shall submit a Certificate of Current Cost or Pricing Data.” This statement would imply discussions, but Section B states “it is possible that all awards will be made without discussion.” Please clarify requirements.

Response – See answer to preceding question. Award without discussions can still qualify as a competitive award.

52. Section L appears to skip from paragraphs 7.2 to 7.7. Are paragraphs 7.3 through 7.6 missing, particular given that Attachment 3, the cost proposal, is not listed as a requirement? Please clarify.

Response – this apparent inconsistency has been corrected.

53. On the Indirect Cost Chart given in Section L, paragraph 7.7.2, it is not clear what is to be filled in the column headed “Itemized” versus the column headed “Job Site Overhead.” Given paragraphs 7.7.1(a) and 7.7.1(b), these would appear to be the same. Please clarify distinction.

Response: this requirement has been deleted from the solicitation.

54. The checklist of items in Section L, paragraph 9.0, requires loaded wage rate formula calculation sheets for SCA, DBA, and SCA overtime rates but not for straight-time rates. Should not straight-time rates also be included? Please clarify requirements.

Response – the straight time rates are also requested under the initial attachment.

55. Attachment 2 contains a Wage Rate Calculation Sheet for Professional, Administrative, and OCONUS positions which does not appear to be included in the various lists of requirements for the Cost proposal. Please clarify its purpose (see also next questions).

Response – the purpose of Attachment 2(a) is for the offeror to provide a “formula” for the Professional, Administrative, and OCONUS positions; the end result (Total loaded wage rate) to be transferred to Attachment 1. Attachment 1 becomes part of the contract after award; however because Attachment 2(a) contains the offeror’s proprietary cost information, it will not be attached to the contract. Attachment 2(a) will also be used to assist the offeror in completing the Cost Proposal for labor categories that are Professional or Administrative, which do not fall under SCA.

56. Attachment 3, page 3(a)-1 refers to a Wage Rate Calculation Sheet for Professional, Administrative, and OCONUS positions, but no such sheet appears to have been provided as part of the Attachment. Should we just use the sheet provided for the Service Contract Act positions and change the title? There is a Wage Rate Calculation Sheet for Professional, Administrative, and OCONUS positions in Attachment 2, but its layout is very different from the Attachment 3 sheet for the service Contract Act. Please clarify requirement.

Response – Attachment 2(a) is the Wage Rate Calculation Sheet for Professional, Administrative, and OCONUS positions. The reason the layout is different from the SCA/DBA/CBA attachments is because there is no requirement for a wage determination in for these labor categories, and therefore there will be no fluctuation in these labor categories.

57. Concerning the procurement process, how many small business, 8(a)/Hub Zone business and restricted business will receive awards as a result of this solicitation? How many businesses in each category will then compete for the individual task orders?

Response – awards will only be made to fully qualified firms. It is anticipated that restricted awards will be made to two 8a firms and three small business firms. Unrestricted awards will be made to any business size. Individual task orders will be competed in accordance with the Facility Size Range requirements of the solicitation in either the restricted or unrestricted group (depending on square footage of the facility).

58. How will the Government determine which facilities and which task orders will be placed in the restricted pool?

Response – the task order scope of work will identify the square footage requirements which will then be used to establish the restricted competition pool (see Section B, paragraph 12).

59. How will the Government know which bids are specific to which pools, restricted and unrestricted? Based on Section K certifications only?

Response: The Section K certifications should be sufficient to identify the concerns' status.

60. Please confirm page limits as being definite, as opposed to recommended.

Response – the page limits have been revised in the amendment.

61. Would you consider making Past Performance equal to or significantly higher to Factor 1 & 2?

Response – the relative order of importance has been finalized in the amendment. The importance of past performance will not be increased.

62. Is an SBA approved joint venture required for 8(a) firms since the 8(a) statutory authority is being used?

Response: If an 8(a) joint venture proposes, the firm should explain in the offer how and why the firm has met the regulatory eligibility requirements. The RFP has been amended.

63. Solicitation Labor Quotes – the taxes & insurance rates will vary based on locations (i.e. different worker's comp rates, payroll tax rates, etc. depending on location) – how do we propose those rates with this submission?

Response: The Professional and OCONUS taxes and insurance rates should not vary. For SCA, DBA, CBA, your rate should reflect the risk of fluctuation in all areas of the country.

64. Please explain your intentions for Biomedical Equipment Services – what exactly will be required?

Response – the scope of work for biomedical equipment is usually to perform scheduled and unscheduled maintenance on the direct patient care equipment such as beds, monitors, x-rays, MRIs, etc.

65. Please consider excluding key personnel resumes from page limits. (List of key positions would push page limits, even at ½ page bios.) – No longer applicable?

Response – the page limits have been revised under this amendment.

66. Experience – How will the evaluation process consider DOD health care experience vs. private sector experience?

Response – all relevant facility experience is considered valuable. The DOD experience would likely be of more significance than private sector experience, depending on its relevance to the projects identified in the scope of work.

67. What is the probability that the proposal due date will be extended in the 1st amendment & what might that period of extension be?

Response – the proposal due date has been extended with issuance of the amendment.

68. The draft contained a sample problem. Will the RFP be amended to include one?

Response – the sample problem has been eliminated from the solicitation. The Cost Proposal takes the place of a sample task order, only it is not as complicated.

69. Please confirm that past performance Questionnaire will arrive COE directly from the bidder's customers & that the bidder will NOT be providing any part of them in their proposal.

Response – the past performance questionnaire should be sent directly from the customer to the COE.

70. Is ISO 9000 certification or compliance required relative to our internal management of task orders?

Response – ISO certification is not required under this contract.

71. Are foldouts (11 x 17) considered one page or two?

Response – the page limit has been revised under this amendment.

72. Reference Section H 52.100-4000, Performance by Foreign Nationals -- Reads that no foreign nationals shall be employed without prior written approval. Can you discuss the implications of this requirement, particularly in light of OCONUS (Zone 3) projects?

Response: This clause pertains to the security aspects of the contract. The clause does not override other statutory or regulatory requirements, such as Status of Forces agreements. Simply stated, if the government has a need for services overseas and the contractor is going to employ foreign nationals, it must seek the written approval of the Contracting Officer. The Contracting Officer will coordinate with the Huntsville Security Office who may request specific information on the individuals and may have specific requirements, depending on the country.

73. Reference Section J Wage Rates – These tables can be completed only for professional employees, is that correct? (Union vs. non-union for technical staff vs. Davis-Bacon act)

Response – Attachments 1 and 2(a) are to completed for the Professional, Administrative, and OCONUS employees. Attachments 2(b), 2(c), and 2(d) are for SCA, DBA, and CBA employees.

74. How many current task orders have square footage under 150,000 sq. ft? This question has been asked before, but the response was how many were under 200,000 sq. ft – that answer was 15. How many are under 150,000 sq. ft?

Response – thirteen.

75. Reference Hub Zone Firms – Because Hub Zone Firms self certify their employee numbers, who in the SBA office for Corps will validate that numbers are true & correct?

Response: The contracting officer, along with his advisors, will ensure that offerors are justifiably claiming HUB Zone status

76. In your formula, you identify “H & W” and “Insurance” as two discreet elements, worker's comp rates vary greatly by location and skill. How do you wish to account for this variability?

Response: The Professional and OCONUS workers comp rates should not vary. For SCA, DBA, CBA, your rate should reflect the risk of fluctuation in all areas of the country.

77. Page 145, 4.3. Letter of Commitment. “Offerors shall provide an Letter of Commitment from significant subcontractors,” ____ Company respectfully requests reconsideration of this requirement as we make these decisions based on the locality of the contract:

- is there a quality service company locally (preferably SB/SDB) with a good reputation that can provide the needed service (this is to share revenue with the local community where possible)?
- is there a sub on site currently and has the government and the incumbent prime been satisfied with its services?
- is selection of a large business that provides nationwide services placing us at risk since the area where service delivery is needed may not be as good as another area (i.e., the company may be really good in Washington DC but lousy in Ft Stewart, Georgia). This is particularly true of nationwide companies such as elevator services, water treatment services, and hospital aseptic services.

We would appreciate some flexibility in this requirements.

Response: Letters of Commitment for significant subcontractors are only required to be submitted for those subcontractors who are known at the time of proposal submission, and who will perform at least 25% of the requirements under the resulting contract.

78. Regarding the Past Performance Questionnaire - If a firm is submitting as both a prime and a sub, must they ask their customers to submit Past Performance Questionnaires multiple times? Or will one submittal of the form suffice, if the customers who received the forms are listed in the proposals?

Response: it is at the discretion of the offeror. The most ideal way to do this is to submit the questionnaire for each proposal; however, we understand that it is difficult to obtain these from the customer even once. If the offeror is not submitting a questionnaire for each proposal, it should indicate that the questionnaire was submitted under a separate proposal.